

## Message Text

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12  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 129756

R 251642Z AUG 76  
FM AMCONSUL FRANKFURT  
TO SECSTATE WASHDC 5255  
USDOC WASHDC  
INFO AMEMBASSY BONN

UNCLAS FRANKFURT 6431

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: WTDR/FTI; NECKERMANN VERSAND KG.AA.

REF : USDOC 12562

1. GERMANY 2. CNTRY CODE: 428 3. SER.NO: 0136800  
4. NECKERMANN VERSAND KG. AA.  
5. HANAUER LANDSTR. 360-400  
6. 6000 FRANKFURT/MAIN GERMANY  
7. ESTABL: 1948 8M EMPL 19,200 9. SIZE (18-X) VERY LARGE  
10. REPUTATION: (22-X) GOOD  
11. SALES AREA: W. GERMANY  
12. RPT. DATE 08/76  
13A. 5311/1 RETAIL: DEPARTMENT STORE  
13B. 5961/1 RETAIL: MAIL ORDER HOUSE  
14. CONTACT: PETER NECKERMANN TITLE: MANAGER  
15. CABLE: NECKERMANNVERSAND 16. TELEX 04 11938 17 TEL 0611-410001  
18. FINANCIAL REFS: BHF BANK, FRANKFURT.  
19. TRADE REFS: N/A  
20 FOREIGN FIRMS REPRESENTED: N/A  
21. THE FIRM DEVELOPED FROM SMALL BEGINNINGS IN 1948 INTO THE  
LARGEST COMBINED MAIL ORDER HOUSE-DEPARTMENT STORE WITHIN W. GERMANY.  
ITS LINE OF BUSINESS COMPRISES PRACTICALLY ALL CONSUMER GOODS.  
PRESENTLY IT OPERATES ABOUT 36 DEPARTMENT STORES, 90 SPECIAL STORES  
AND SEVERAL SUPERMARKETS. IN 1963 THE LIMITED PARTNERSHIP WAS RE-  
ORGANIZED INTO A LIMITED PARTNERSHIP ON STOCKS. THE PRESENT STOCK  
CAPITAL IS DM 122.4 MILLION, 25 PERCENT THEREOF HELD BY THE  
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FAMILY NECKERMANN. THE FIRM OWNS TWO FOREIGN SUBSIDIARIES, ONE IN

NETHERLAND AND ONE IN LUXEMBOURG. IN ADDITION , IT HAS SEVEN DOMESTIC SUBSIDIARIES WORKING IN DIFFERENT LINES, THE MOST IMPORTANT BEING NUR NECKERMANN UND REISEN GMBH. (ONE OF W. GERMANY'S LARGEST TRAVEL AGENCY); NECKERMANN EIGENHEIM GMBH. (SALES AND INSTALLATION OF PRE-FAB HOUSES). THE FIRM'S BUSINESS REPORT FOR 1975 THOWS ASSESTS IN THE AMOUNT OF DM 671.4 MILLION, OF WHICH DM 575.5 MILLION ARE CURRENT ASSETS. OBLIGATIONS ARE DM 416 MILLION AND RESERVES DM 130.6 MILLION. THE ANNUAL SALES VOLUME ROSE FROM DM 2.4 BILLION IN 1974 TO DM 2.8 BILLION IN 1975, WHEREAS PROFITS SUFFERED REDUCTION FROM DM 12 MILLION IN 1974 TO DM 4.2 MILLION IN 1975 NO DIVIDEND COULD BE PAID IN 1975. ONE OF THE LARGEST DEPARTMENT STORES IN WEST GERMANY, KARSTADT AG, ESSEN IS IN THE PROCESS OF TAKING OVER THE MAJORITY OF THE NECKERMANN CAPITAL, ACCORDING TO PRESS RELEASES AND BANKING INFORMATION. NECKERMANN STILL FULFILLS ITS COMMITMENTS AND IS RECOMMENDED AS A GOOD BUSINESS CONTACT FOR U.S. SUPPLIERS.

22. PREPARED BY P. BARTOLSIC, APPROVED BY F.D. BUCHHOLZ AT  
U.S. CONSULATE GENERAL, FRANKFURT.LEHMANN

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## Message Attributes

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